Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

UNCLASSIFIED

PAGE 01 BAGHDA 00668 01 OF 02 211054Z
ACTION NEA-10

INFO OCT-01 EUR-12 EB-08 ISO-00 /031 W
----------211056Z 041449 /10
P R 210900Z APR 77
FM USINT BAGHDAD
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4431
AMEMBASSY ATHENS
AMEMBASSY DAMASCUS
AMCONSUL DHAHRAN
AMEMBASSY JIDDA

UNCLAS SECTION 1 OF 2 BAGHDAD 0668

ATHENS FOR RTDO

E.O.11652: N/A
TAGS: BEXP, IZ, SA, SY
SUBJECT: PENNSYLVANIA STATE IOGA

REF: (A) BAGHDAD 0288, (B) ROGERS-KEISWETTER LETTERS OF MARCH 14, 23 AND 30, (C) USDOC 06117, (D) USDOC 07026

1. SUMMARY: WE RECOMMEND FIVE FIRMS FROM PENNSYLVANIA IOGA VISIT BAGHDAD BUT ANTICIPATE COMPANY REPRESENTATIVES MAY HAV DIFFICULTIES OBTAINING IRAQI VISAS. END SUMMARY.

2. COMPANIES. FOLLOWING PARAGRAPHS GIVE MARKET SKETCH AND LIST OF PRESPECTIVE CONTACTS FOR FIVE FIRMS WHICH WE RECOMMEND VISIT BAGHDAD.

A. CROMAGLASS.
MARKET: GOOD IN LONG-TERM. WITH CREATION OF IRAQI SUPREME ENVIRONMENT COUNCIL A YEAR AGO, GOI HAS BEEN SHOWING INCREASING INTEREST IN POLLUTION CONTROLS AND COUNCIL HAS CLOSED DOWN ONE TEXTILE MILL FOR POLLUTION
UNCLASSIFIED

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PAGE 02 BAGHDA 00668 01 OF 02 211054Z

OF TIGRIS RIVER. IN ADDITION, NUMBER OF SEWERAGE PROJECTS EITHER UNDERWAY OR PLANNED SHOULD PROVIDE SUBSTANTIAL MARKET FOR WASTE WATER TREATMENT UNTIS IN NEXT FEW YEARS.
PROSPECTIVE CONTACTS: STATE ORGANIZATION FOR INDUSTRIAL DESIGN & CONSTRUCTION, CABLE: "TASMINSINAI BAGHDAD", TELEX 2217 TASMINI IK; AND SEWERAGE BOARD, AQABA BIN

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

NAFIE SQUARE, BAGHDAD.

B. KROY MANUFACTURING INC.
MARKET: GOOD PROSPECTS OF SALES IN PBULIC AND PRIVATE SECTOR DURING NEXT YEAR. IRAQ'S CONSTRUCTION SECTOR, WHICH CONSUMES THREE MILLION TONS OF CEMENT ANNUALLY, BENDS AND SHEARS REINFORCEMENT BARS MANUALLY, INCREASING LACK OF SKILLED LABOR SUGGESTS GOOD MARKET FOR FIRM'S PRODUCTS.
PROSPECTIVE CONTACTS: STATE CO. FOR IMPORTATION OF EQUIPMENT AND HANDTOOLS, NEW BAGHDAD ROAD, BAGHDAD; STATE CONSTRUCTION CONTRACTING CO., CABLE "CONTRACT BAGHDAD", TELEX 2234 CONTRACT IK; STATE ORGANIZATION FOR HOUSING, KARRADAT MARIAM, BAGHDAD; AND STATE ORGANIZATION FOR ROADS AND BRIDGES, KARRADAT MARIAM, BAGHDAD.

C. PITTSBURGH CORNING CORP.
MARKET: GOOD MARKET IN LONG-TERM FOR INSULATION BLOCKS ETC., BUT MAY REQUIRE EDUCATIONAL EFFORT CONCERNING BENEFITS OF INSULATION. BAGHDAD'S TEMPERATURE FLUCTUATES BETWEEN MINUS 10 AND PLUS 55 DEGREES CENTIGRADE, AND THE BENEFITS OF INSULATION ARE ONLY NOW BEING REALIZED.
PROSPECTIVE CONTACTS: GENERAL CONSTRUCTION MATERIALS IMPORTATION CO., CABLE: GECIMCO, BAGHDAD"; AND NATIONAL CENTER FOR ENGINEERING AND ARCHITECTURAL CONSULTANCY, RASHID STREET, BAGHDAD.

D. NATIONAL AIROIL BURNER.
MARKET: GOOD IN LONG-TERM. IRAQ IS CURRENTLY BUILDING
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PAGE 03 BAGHDA 00668 01 OF 02 211054Z

ITS FIRST PETROCHEMICAL COMPLEX, AND IS IN THE PROCESS OF DESIGNING A SECOND. THESE AND OTHER POSSIBLE PETROLEUM-RELATED PROJECTS SHOULD PROVIDE MARKET FOR BURNERS AND OTHER PRODUCTS PRODUCED BY THIS FIRM. PROSPECTIVE CONTACTS: STATE ORGANIZATION FOR OIL PROJECTS, CABLE: "SCOOP, BAGHDAD"; AND STATE ORGANIZATION FOR INDUSTRIAL DESIGN AND CONSTRUCTION, CABLE: "TASMINSINAI, BAGHDAD", TELEX 2217 TASMINI IK.

E. REED INTERNATIONAL.
MARKET: GOOD IN SHORT- AND LONG-TERM. IRAQ HAS GENERAL SHORTAGE OF TOOLS AND ALSO MANUFACTURES ASBESTOS, PLASTER AND STEEL PIPES FOR WHICH REED MAKES SPECIALTY EQUIPMENT.
PROSPECTIVE CONTACTS: STATE CO. FOR IMPORTATION OF EQUIPMENT AND HANDTOOLS,NEW BAGHDAD ROAD, BAGHDAD; STATE ORGANIZATION FOR HOUSING, KARRADAT MARIAM, BAGHDAD; STATE CO. FOR ASBESTOS AND PLASTIC INDUSTRIES, ZAAFARANIYAH, BAGHDAD: AND BAGHDAD WATER SUPPLY

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

ADMINISTRATION, NORTH GATE, BAGHDAD.

3. WE DO NOT BELIEVE THAT FOLLOWING FIRMS WHICH ROGERS
RECOMMENDED (REF B) WOULD LIKELY FIND BAGHDAD STOPOVER PRODUCTIVE:
MERIDIAN ENGINEERING INC., BECAUSE GOI IN GENERAL DOES NOT
EMPLOY ENGINEERING AND CONSTRUCTION MANAGEMENT CONSULTANTS
AND GOI AGENCIES ON OCCASION HAVE EVEN REFUSED TO
SEE THEM; CAREW CORPORATION, BECAUSE GOI NORMALLY DOES
NOT DIRECTLY BUY PREFABRICATED COMMUNITY AND INDUSTRIAL
BUILDINGS. PRINCIPAL CAREW MARKET WOULD BE AS SUPPLIER
OF THESE BUILDINGS OT PRIME CONTRACTORS JUST INITIATING
LARGE TURNKEY PROJECTS.WE WILL BE GLAD TO FORWARD
INFORMATION ABOUT SUCH OPPORTUNITIES AS THEY COME TO
OUR ATTENTION.

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PAGE 01 BAGHDA 00668 02 OF 02 211055Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
----------211057Z 041463 /15
P R 210900Z APR 77
FM USINT BAGHDAD
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4432
AMEMBASSY ATHENS
AMEMBASSY DAMASCUS
AMCONSUL DHAHRAN
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UNCLAS SECTION 2 OF 2 BAGHDAD 0668

ATHENS FOR RTDO

4. VISAS. GIVEN RECENT TIGHTENING OF GOI VISA POLICIES,
WE ANTICIPATE COMPANY REPRESENTATIVES MAY HAVE DIFFICULTIES
OBTAINING IRAQI VISAS. USINT OFFICER DISCUSSED
PROSPECTIVE PROBLEM WITH FOREIGN MINISTRY OFFICIAL WHO
CONFIRMED THAT GOI WOULD BE RELUCTANT TO RECEIVE
FORMALLY AN AMERICAN TRADE GROUP IN JUNE BUT REACTED
MORE POSITIVELY TO IDEA OF SMALL GROUP OF VISITING
BUSINESSMEN WHICH WOULD NOT ENTAIL PROTOCOL OR
LOGISTICAL REQUIREMENTS FOR GOI. FOREIGN MINISTRY
OFFICIAL ASKED THAT USINT SUBMIT FORMAL DIPLOMATIC
NOTE REQUESTING VISAS FOR GROUP. USDOC OR GROUP ORGANIZERS

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

REQUESTED TO PROVIDE ASAP PASSPORT DATA FOR REPRESENTATIVES OF
FIVE COMPANIES GIVEN IN PARAGRAPH 2.

5. IN ADDITION, WE RECOMMEND GROUP ORGANIZERS APPROACH
IRAQI INTERESTS SECTION WASHINGTON CONCERNING
VISAS. PARTICIPATING COMPANIES SHOULD ALSO CABLE OR
TELEX AS SOON AS POSSIBLE TO PROSPECTIVE CONTACTS
LISTED ABOVE DESCRIBING PRODUCTS AND SOLICITING INVITATION
TO VISIT BAGHDAD. ALTHOUGH PROSPECTIVE IRAQI
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PAGE 02 BAGHDA 00668 02 OF 02 211055Z

CONTACTS ARE UNLIKELY TO RESPOND, THEY MAY AS A RESULT
OF THE TELEXES AND CABLES BE MORE WILLING TO RECOMMEND
THAT FOREIGN MINISTRY INSTRUCT IRAQI INTERESTS SECTION
WASHINGTON TO ISSUE VISAS. WE WILL DISTRIBUTE
LITERATURE OF COMPANIES TO GOI AGENCIES.

6. HOTELS. THOMAS COOK CONFIRMS RESERVATIONS FOR
GEORGE D. BUCHANAN, ADVANCE MAN, NIGHTS OF MAY 28-31
AND FOR GROUP NIGHTS OF JUNE 16-22 AT DAR AL SALAM HOTEL.
IN ACCORD WITH REF (C), WE HAVE ASKED THOMAS
COOK TO CHANGE RESERVATIONS FOR GROUP TO NIGHTS 18-22
JUNE. REQUEST GROUP ORGANIZERS CONFIRM NUMBER
OF ROOMS REQUIRED AND DATES DIRECTLY TO T. COOK.

7. ARRIVAL. REF (C) RECEIVED GARBLED. PLEASE
CONFIRM ADVANCE MAN BUCHANAN WILL ARRIVE 1855
MAY 28 VIA EGYPTAIR 726 FROM DAMASCUS AND GROUP TO
ARRIVE VIA SAME FLIGHT, JUNE 18. FSL KRIKOR TOPAKIAN
WILL BEET BUCHANAN ON ARRIVAL.

8. RECEPTION. WE RECOMMEND RECEPTION GIVEN AT DAR AL
SALAM HOTEL AND WILL BE GLAD TO DISCUSS DETAILS DURING ADVANCE
MAN'S VISIT BAGHDAD.
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Status: NATIVE
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EO Systematic Review
22 May 2009
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